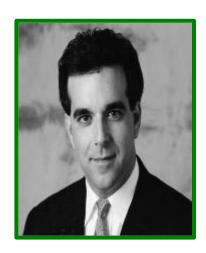


Indiana District Office Annual Report 2001

U.S. Small Business Administration



Hector V. Barreto Administrator



Jan Wolfe
Acting Regional Administrator
Indiana District Director

The U.S. Small Business Administration (SBA) was created in 1953 as an independent agency of the federal government to aid, counsel, assist, and protect the interests of small business concerns, to preserve the free competitive enterprise, and to maintain and strengthen the overall economy of our nation. Small business is critical to our economic recovery, to building America's future, and to helping the United States compete in today's global marketplace. Through its extensive network of field offices and partnerships with other public and private organizations, SBA is able to deliver its services to the most remote areas of the country.

Small businesses are the backbone of the American economy. They create two of every three new jobs, represent 99.7% of all employers, and invent more than half the nation's technological innovations.

The SBA Indiana District Office is responsible for the delivery of the agency's numerous programs and services to the 92 counties in the state. The office is located at 429 North Pennsylvania Street, Suite 100, Indianapolis, Indiana. Office hours are from 8:00 a.m. to 4:30 p.m., Monday through Friday.

U.S. Small Business Administration

FY 2001 TOTALS

7(a) Guaranty Loans

Total Loans: 615 Gross: \$127,725,827

(Total loan amount)

504 Certified Development Company Loans

Total Loans: 137 Gross: \$50,929,000

(Total SBA debenture)



Three Year Comparison

	1999	2000	2001
7(a) Guaranty Loans	508	582	615
Gross Dollars	\$109,715,000	\$136,345,000	\$127,725,827
504 CDC Loans	114	100	137
Gross Dollars	\$38,023,000	\$31,536,000	\$50,929,000

SBA Programs

7(a) Loan Guaranty

The program is designed to promote small business formation and growth by guaranteeing long-term loans to qualified firms. Loans are available for many business purposes, such as real estate, expansion, equipment, working capital, or inventory. The SBA can guarantee 75 percent of the loan amount up to \$1,000,000. For loans of \$150,000 or less, the guaranty rate is 85 percent. The interest rate is not to exceed 2.75 over the prime lending rate. Maturities are up to 10 years for working capital and up to 25 years for fixed assets.

504 Certified Development Companies (CDCs)

The 504 Program provides, through certified development companies, long-term, fixed-rate financing to small businesses to acquire real estate, machinery and equipment for expansion of the business or modernization of facilities. Typically, 504 loan proceeds are provided as follows: at least 10 percent by the borrower, 50 percent by an unguaranteed bank loan, and the remainder by an SBA-guaranteed debenture. The maximum SBA debenture is \$1 million.

Low Documentation Loan (SBALowDoc)

The purpose of this streamlined program is to reduce the paperwork involved in loan requests of \$150,000 or less. Under LowDoc, the SBA uses a one-page application and relies on the strength of the individual applicant's character and credit history. The applicant must first satisfy all of the lender's requirements. The lender may then request a LowDoc guarantee of up to 80 percent for loans up to \$100,000, and up to 75 percent for loans between \$100,000 and \$150,000.

SBA*Express*

SBAExpress loans help small businesses start, build, or grow. Lenders participating in the program can use their own forms and processes to approve loans in amounts up to \$150,000, provide minimal paperwork to the SBA to obtain a 50 percent guaranty on the loan, and take most servicing actions without prior approval by the SBA.

Small Business Development Centers

In partnership with the SBA, the Small Business Development Center (SBDC) Program provides management assistance to current and prospective small business owners. SBDCs offer one-stop assistance by providing a wide variety of information and guidance. The program is a cooperative effort of the private sector, the educational community, and federal, state, and local governments. Its purpose is to enhance economic development by providing management and technical assistance to small businesses. Indiana's SBDC Network is comprised of a Lead Center, headed by Debbie Bishop-Trocha, in Indianapolis and 13 regional centers across the state.

During the past year, the SBDC counseled over 3,176 clients for a total of 15,077 hours. Offering 552 workshops, seminars, and conferences that addressed a variety of topics, the SBDC Network had more than 7,476 attendees at their training programs which resulted in 32,941 training hours.

Network Lead Center	(317) 234-2082
Bloomington Area	(812) 339-8937
Columbus	(812) 372-6480
East Central Indiana	(765) 284-8144
Kokomo/Howard County	(765) 454-7922
Greater Lafayette Area	(765) 742-2394
Northeast Indiana	(219) 426-0040
Northwest Indiana	(219) 762-1696
Richmond/Wayne County	(765) 962-2887
South Bend Area	(219) 282-4350
Southeastern Indiana	(812) 265-3127
Southern Indiana	(812) 945-0266
Southwestern Indiana	(812) 425-7232
Terre Haute Area	(812) 237-7676

SCORE

The Service Corps of Retired Executives (SCORE) is a program sponsored by the SBA that matches volunteers with small businesses that need expert advice. Volunteers, whose collective experience spans the full range of American enterprise, share their management and technical expertise with present and prospective owners and managers of small businesses, free of charge. The Indianapolis SCORE Chapter presents a one-day seminar at Ivy Tech State College, One West 26th Street, Indianapolis. To cover meeting expenses, a nominal advance registration fee of \$25 per person is charged. If additional room is available, walk-in registration is \$30.

State totals show x,xxx counseling hours were devoted to x,xxx counseling sessions. Also, xxx workshops were conducted with x,xxx individuals in attendance. Indiana has 13 SCORE Chapters which are comprised of xxx members who contributed xx,xxx volunteer hours this year. Their website is www.scoreindiana.org.

SBA Indiana SCORE Office Locations

Anderson	(765) 642-0264
Bloomington	(812) 339-8937
Columbus	(812) 379-4457
Elkhart	(219) 293-1531
Evansville	(812) 426-6144
Fort Wayne	(219) 422-2601
Gary	(219) 882-3918
Indianapolis	(317) 226-7264
Kokomo	(765) 457-5301
Logansport	(219) 753-6388
Marion	(765) 668-5421
New Albany	(812) 944-9678
South Bend	(219) 282-4350

SBA Indiana Certified Development Companies

Statewide Allen County

Indiana Statewide Certified Development Corp. Community Development Corporation

4181 East 96th Street, Suite 200 840 City-County Building Indianapolis, IN 46240 Fort Wayne, IN 46802

(317) 843-9704 (219) 427-1127

Lake, Porter, LaPorte, Newton, Jasper, Starke, and Pulaski Counties

Northwest Indiana Regional Development Corporation

6100 Southport Road Portage, IN 46368

(219) 763-6303

Marion, Boone, Hendricks, Morgan, Johnson, Shelby, and Hancock Counties

Premier Capital Corporation 11 South Meridian Street, Suite 504 Indianapolis, IN 46204 (317) 974-0504

St. Joseph County

Business Development Corporation 1200 County-City Building South Bend, IN 46601 (219) 235-9278

Associate Indiana Certified Development Companies

Hammond Lake County

Hammond Development Corp. Northwest Indiana Business Development Co.

649 Conkey Street 4525 Indianapolis Boulevard

Hammond, IN 46324 East Chicago, IN 46312

(219) 853-6508 (219) 391-8205

Vanderburgh, Gibson, and Posey Counties

Metro Small Business Assistance Corporation 306 Civic Center Complex Evansville, IN 47708 (812) 426-5857

An Associate CDC can counsel prospective borrowers and assist with the preparation of 504 loan packages. The application must be submitted to the SBA by one of the active CDCs.

SBA Indiana Certified Lenders

The most active and expert SBA lenders qualify for the Certified and Preferred Lender's Programs. Certified Lenders receive a partial delegation of authority to approve loans. Preferred lenders enjoy full delegation of lending authority.

Centier Bank 1500 119th Street Whiting Indiana 46394-1100 (219) 659-0043

Fifth Third Bank of Central Indiana 251 North Illinois Street, Suite 1000 Indianapolis, IN 46204 (317) 383-2412

MetroBank 1033 North Meridian Street P.O. Box 80551 Indianapolis, IN 46280-0451 (317) 573-2415

SBA Indiana Preferred Lenders

Allied Capital SBLC Corporation 8888 Keystone Crossing, Suite 1300 Indianapolis, IN 46240 (317) 581-8568

AMRESCO Independence Funding, Inc. 700 North Pearl Street, Suite 2400 Dallas, TX 75201-7424 (214) 720-1776

Bank of the West, NA 10181 Truckee Airport Road Truckee, CA 96161 (847) 839-7080 (Chicago)

Bank First National (First National Bank of Zanesville) 8425 Woodfield Crossing Blvd., Suite 100 Indianapolis, IN 46240-2495 (317) 816-8860

Bank One, Indiana, NA 111 Monument Circle, Suite 971 Indianapolis, IN 46277 (317) 321-3000

Busey Business Bank 10321-B North Pennsylvania Street Indianapolis, IN 46280 (317) 574-1540

Business Loan Center 1301 North Hamilton Street, Suite 200 Richmond, VA 23230 1-888-333-6441

CitiCapital Small Business Finance, Inc. 250 Carpenter Freeway, Suite 115 Irving, TX 75062 (972) 652-4758

CIT Small Business Lending Corporation 973 North Shadeland Avenue Indianapolis, IN 46219 (317) 357-7110 Comerica Bank 250 East Fifth St., Suite 1500 Cincinnati, OH 45202 (513) 762-7660

First Union Small Business Capital 3815 River Crossing Parkway, Suite 100 Indianapolis, IN 46240 (317) 566-2140

1st Source Bank 100 North Michigan Street South Bend, IN 46634 (219) 235-2000

G. E. Capital Small Business Finance Corp. 635 Maryville Centre Drive, Suite 120 St. Louis, MO 63141 1-800-447-2025 Ext. 3568

Heller Business Finance 500 West Monroe, 19th Floor Chicago, IL 60661 1-877-441-0891

Huntington National Bank of Indiana 201 North Illinois, Suite 1701 Indianapolis, IN 46204 (317) 237-2540

KeyBank 10 West Market Street Indianapolis, IN 46204 (317) 464-2349

National City Bank of Indiana One National City Center, 700E Indianapolis, IN 46255 (317) 267-8887

PNC Bank, NA 4753 North Broad Street Philadelphia, PA 19141 (215) 456-5200 Transamerica Small Business Capital 220 North Street, Suite 604 Greenville, SC 29601 (864) 232-6197

Union Federal Savings Bank 45 North Pennsylvania Street Indianapolis, IN 46204 (317) 269-4723

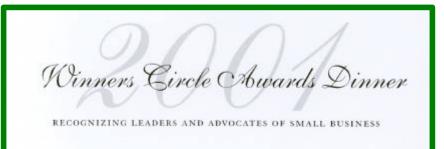
Union Planters Bank, NA One Indiana Square Indianapolis, IN 46204 (317) 221-6044

U.S. Bank 10 West Market Street Indianapolis, IN 46204 (317) 822-1800

Wells Fargo Bank Calhoun-Isles Office 1455 West Lake Street Minneapolis, MN 55408 (612) 667-2836



The third annual Latino Expo & Job Fair, held on July 9th at the Indiana Convention Center in downtown Indianapolis, welcomed the largest crowd to date since the event's 1999 inception. Throughout the day, exhibitors provided the opportunity for approximately 6,000 members of the Hispanic community to find employment comprised of entry-level positions to management and professional levels. Additionally, various seminars were conducted for individuals interested in starting a small business or expanding a current business.



The SBA Winner's Circle Award's Dinner was held in early June at the Indiana Roof Ballroom in downtown Indianapolis for the fifth consecutive year. The annual event recognizes the accomplishments of Indiana's small business community.

'01 Highlights



The Indiana District Office announced its selection for the state's 2001 Minority Small Business of the Year. Larry S. President. Webb Webb. Construction, Inc., Gary, Indiana, was awarded this honor at the SBA Awards Luncheon held September 25th at The Ashantii Room in Indianapolis.





In early Fall, the SBA officially unveiled its resources at the Gary, East Chicago, Hammond Business Empowerment Center located at 504 Broadway, Suite 337, in downtown Gary. Entrepreneurs can utilize library resources, counseling, a Business Information Center, and much more to assist them with their venture.

Indiana District Office Staff

Executive Direction

Jeff BrolinInformation Resource Manager

Carol Burgess Program Assistant

Darrell MoweryPublic Information Officer

Jan Wolfe
District Director

Administrative Division

Vernice MathisOffice Automation Clerk

Peg ParrishCollateral Cashier

Mary Robbins
Office Services Clerk

Connie SecrestAdministrative Officer

Indiana District Office Staff

Legal Division

Darlene Ballantyne Legal Instruments Examiner

Francine Protogere Attorney

Business Development & Minority Enterprise Development

Joyce Able

Business Development Specialist

John Bates

Assistant District Director BD/MED

Marty Anderson

Business Opportunity Specialist

Mike Hasler

Contract Negotiator

Deborah May

Business Development Specialist

Kathy Ragland

Business Opportunity Specialist

Paul Wyatt

Business Development Specialist

Indiana District Office Staff

Economic Development

Chuck Bates Loan Specialist

Mark Beckman Loan Specialist

Ronda Crouch Loan Specialist

Carl Duke Loan Specialist

F. Dean Edwards Chief, Finance

Greg Gorski Loan Specialist

Kevin JessupLoan Specialist

SMALL BUSINESS ADMINISTRATION INDIANA DISTRICT OFFICE

429 N. Pennsylvania Street, Suite 100 Indianapolis, IN 46204-1873 (317) 226-7272

TTD-Hearing Impaired - (317) 226-5338 SBA Home Page - http://www.sba.gov